

## DPT: COMMERCIAL ENGINEER

### GENERAL INFORMATION

DEPARTAMENT: COMMERCIAL

HIERARCHICAL DEPENDENCY: MARKET MANAGER

### MISSION

Development of the market in Germany ( DP 7 in the first step) and Switzerland

### RESPONSABILITIES AND ACTIVITIES

| RESPONSABILITY |   | ACTIVITIES |   |
|----------------|---|------------|---|
| 1              | Development of new projects and customers | 1.1        | Searching of new potential customers  |
|                |   | 1.2        | Searching of new projects in existing customers   |
|                |   | 1.3        | Folow up of the quotations and reports to the commercial structure                                      |
|                |   | 1.4        | Coordination of all the technical information between the technical structure in Spain and the Customer |
| 2              | Management of existing cusotmers          | 2.1        | Visits to the customers according the requirements or the Market Manger                                 |
|                |   | 2.2        | Coordination of the information recived from the Customer with the staff in Spain                       |

### JOB PROFILE

STUDIES: MECHANICAL ENGINEERING OR EQUIVALENT DISCIPLINE

#### SPECIFIC KNOWLEDGES:

- ENGLISH
- COMMERCIAL SKILLS
- CUSTOMER ORIENTATION
- PROACTIVE

#### EXPERIENCE

- CASTING PROCESS
- MACHINING PROCESS
- ANALYSIS OF DRAWINGS AND TECHNICAL SPECIFICATIONS
- EXPERIENCE AT LEAST OF 1 YEAR IN COMMERCIAL ACTIVITIES

#### SPECIAL REQUIREMENTS

- AVAILABILITY TO VISIT THE HEADQUARTERS AT LEAST TWO TIMES PER MONTH
- THE FIRST YEARS THIS VISITS SHOULD BE LONGER FOR TRAINING PROCESS
- JOB LOCATION GERMANY OR SWITZERLAND

#### MAIN INTERFACES

- INTERNAL: MARKET MANAGER-PROCESS DEPARTMENT- QUALITY DEPARTMENT- TECHNICAL STUDIES
- EXTERNAL: CUSTOMERS